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	1	Page 69 UNITED STATES DISTRICT COURT
	2	DISTRICT OF DELAWARE
	3	
	4	ETHYPHARM S.A. FRANCE and :
	5	ETHYPHARM S.A. SPAIN, :
	6	Plaintiffs, :
	7	VS. : CASE NO.
I	8	BENTLEY PHARMACEUTICALS, : 04-13000-SLR
I	9	INC., :
ļ	10	Defendant. :
I	11	
I	12	
l	13	VIDEOTAPED CONTINUED DEPOSITION OF ADOLFO
	14	HERRERA, a witness called by and on behalf of
	15	the Plaintiffs, taken pursuant to the applicable
	16	provisions of the Federal Rules of Civil
	17	Procedure, before Sandra L. Bray, Registered
	18	Diplomate Reporter, CSR Number 103593, and
	19	Notary Public in and for Commonwealth of
	20	Massachusetts, at the offices of Edwards Angell
	21	Palmer & Dodge LLP, 111 Huntington Avenue,
	22	Boston, Massachusetts, on Friday, July 21, 2006,
	23	commencing at 9:05 a.m.
	24	
ĺ		•

Page 70 1 APPEARANCES:	Page 72
2 Representing the Plaintiffs:	2 WITNESS: PAGE NO.
3 BAACH ROBINSON & LEWIS PLLC	3 ADOLFO HERRERA 4 BY MR. BOSTWICK 75, 189
4 1201 F Street, NW	4 BY MR. BOSTWICK 75, 189 5 BY MR. STEWART 181
5 Suite 500	6 EXHIBITS
6 Washington, D.C. 20004	7
7 BY: DWIGHT P. BOSTWICK, ESQUIRE	NO. DESCRIPTION PAGE NO.
	8 3 Document titled Acuerdo de
8 JONATHAN D. FINE, ESQUIRE 9	9 Produccion 83
	104 Document titled Acuerdo de Produccion 83
10 Representing the Defendant:	11
11 EDWARDS ANGELL PALMER & DODGE LLP	5 Document titled Production 12 Agreement, dated 11-19-99 83
12 111 Huntington Avenue	136 Bentley Pharmaceuticals Board
Boston, Massachusetts 02199	of Directors 7-29-98 Meeting 14 Minutes 106
14 BY: CRAIG E. STEWART, ESQUIRE	157 Fax to Ms. Joannesse from
15	Mr. Rodriguez, dated 4-8-99 112
16 Representing Laboratorios Belmac S.A.:	8 Letter to Mr. DeBregeas from
17 IBERFORO	17 Mr. Murphy, dated 4-9-99 114 189 Letter from Mr. Herrera,
18 28014 Madrid-CI	dated 6-11-99 117
19 Marques de Cubas, 6	19 10 Document titled Contrato de
20 Madrid, Spain	10 Document titled Contrato de 20 Fabricacion 119
21 BY: REBECA CORRAL GREGORIO, ESQUIRE	21 11 Document titled Carta de
22 RAFAEL GARCIA-PALENCIA	Compromiso de Compra and Other Documents 119
23	23 12 Fax to Mr. Herrera from
24	Mr. De Basilio, dated 12-5-00 128 24
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1 ALSO PRESENT:	Page 73 EXHIBITS, Continued
2 Ivelissa I. Escalera, Translator	2 NO. DESCRIPTION PAGE NO. 3 13 Fax to Mr. Alvarez from
3 Kristin Zarnetske, Videographer	Mr. Herrera, dated 10-31-00 136
4	4 14 Fax to Mr. Murphy from
5	5 Mr. Leduc, dated 6-8-01 141
6	6 15 Fax to Mr. Murphy from Mr. Herrera, dated 6-15-02 147
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11 , , , , , , , , , , , ,	10 Mr. Herrera, dated 12-6-01,
11	and Enclosure 155
	19 Side Letter 157
13	12 20 Copy of E-mail from
14	13 Mr. Fitzgibbons, dated 1-22-02, and Attachment 165
15	1-22-02, and Attachment 165
16	21 Document titled Contrato de 15 Transferencia de Tecnologia y
17	Cesion de Know How 166
18	16 22 Letter Fax to Mr. Herrera from
19	17 Mr. Leduc, dated 2-1-02 169
20	18 19
21	20
22	21

2 (Pages 70 to 73)

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1	PROCEEDINGS	1 A. Correct.
2	THE VIDEOGRAPHER: The time is	2 Q. If you could look at Exhibit 2 for a moment.
3	9:05 a.m. on July 21st, 2006. This is Tape	3 I'm not sure if I asked you this question.
4	Number 1, Volume 2, the continued videotaped	4 There was an individual whose name is in the
5	deposition of Mr. Adolfo Herrera.	5 circle that you wrote on the left-hand side?
6	IVELISSA I. ESCALERA,	6 A. Yes.
7	a translator in the Commonwealth of	7 Q. What is the name of that person?
8	Massachusetts, who, being by me previously first	8 A. Alsina.
9	duly sworn to translate from the English	9 Q. Can we spell that?
10	language into the Spanish language and from the	10 A. A as in apple, L as in Larry, S as in Sam, I as
11	Spanish language into the English language,	11 in India, N as in Nancy, A as in apple.
12	thereupon acted as translator for the witness	12 Q. And where was Alsincia Alsina from?
13	herein; and	13 A. Another pharmaceutical company.
14	ADOLFO HERRERA, having previously duly	14 Q. Which company?
15	sworn or affirmed that his testimony would be	15 A. Uquifa.
16	the truth, the whole truth, and nothing but the	16 Q. And that is spelled how is that spelled?
17	truth, testified as follows:	17 A. U as in umbrella U Q U I F A.
18	* * *	18 Q. And was Uquifa a client of Ethypharm's for the
19	CONTINUED EXAMINATION BY MR. BOSTWICK:	19 purchase of omeprazole during 1998?
	. Mr good morning.	20 A. Yes.
21	THE WITNESS: I would like one page.	21 Q. Did Uquifa also purchase other products from
22	THE TRANSLATOR: Can you pass one of	22 Ethypharm that you know?
23	the notepads, please?	23 A. No, and they also submit the prime material also
24	MR. STEWART: Sorry. You need a piece	24 too.
1.		
1	Page 75	Page 77
1 2	of paper so that you can make notes on?	Q. Do I understand that Uquifa also provided the
2	of paper so that you can make notes on? THE WITNESS: (Through translator):	Q. Do I understand that Uquifa also provided the raw material for the omeprazole product?
2 3	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes	1 Q. Do I understand that Uquifa also provided the 2 raw material for the omeprazole product? 3 A. Correct.
2 3 4	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes to my mind and I just want to write it down as	 Q. Do I understand that Uquifa also provided the raw material for the omeprazole product? A. Correct. Q. For the production of omeprazole at Laboratorios
2 3 4 5	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes to my mind and I just want to write it down as he's asking the question, he just want to have	 1 Q. Do I understand that Uquifa also provided the 2 raw material for the omeprazole product? 3 A. Correct. 4 Q. For the production of omeprazole at Laboratorios 5 Belmac, correct?
2 3 4 5 6	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes to my mind and I just want to write it down as he's asking the question, he just want to have something to write it down so I don't forget if	 Q. Do I understand that Uquifa also provided the raw material for the omeprazole product? A. Correct. Q. For the production of omeprazole at Laboratorios Belmac, correct? A. That was it, correct.
2 3 4 5 6 7	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes to my mind and I just want to write it down as he's asking the question, he just want to have something to write it down so I don't forget if it's not objection.	 Q. Do I understand that Uquifa also provided the raw material for the omeprazole product? A. Correct. Q. For the production of omeprazole at Laboratorios Belmac, correct? A. That was it, correct. Q. For Ethypharm?
2 3 4 5 6 7 8	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes to my mind and I just want to write it down as he's asking the question, he just want to have something to write it down so I don't forget if it's not objection. MR. BOSTWICK: It's not objectionable	 Q. Do I understand that Uquifa also provided the raw material for the omeprazole product? A. Correct. Q. For the production of omeprazole at Laboratorios Belmac, correct? A. That was it, correct. Q. For Ethypharm? A. Yes.
2 3 4 5 6 7 8 9	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes to my mind and I just want to write it down as he's asking the question, he just want to have something to write it down so I don't forget if it's not objection. MR. BOSTWICK: It's not objectionable to me.	 Q. Do I understand that Uquifa also provided the raw material for the omeprazole product? A. Correct. Q. For the production of omeprazole at Laboratorios Belmac, correct? A. That was it, correct. Q. For Ethypharm? A. Yes. Q. I recall that you had indicated that the purpose
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2 3 4 5 6 7 8 9 10 11 12 13 14	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes to my mind and I just want to write it down as he's asking the question, he just want to have something to write it down so I don't forget if it's not objection. MR. BOSTWICK: It's not objectionable to me. MR. STEWART: Let me just let's just talk for a minute. MR. BOSTWICK: Go off the record. THE VIDEOGRAPHER: The time is 9:06 a.m. We're off the record.	1 Q. Do I understand that Uquifa also provided the 2 raw material for the omeprazole product? 3 A. Correct. 4 Q. For the production of omeprazole at Laboratorios 5 Belmac, correct? 6 A. That was it, correct. 7 Q. For Ethypharm? 8 A. Yes. 9 Q. I recall that you had indicated that the purpose 10 of the April 1998 agreement was to try the 11 1998 meeting with Ethypharm was to try to get a 12 signed global agreement. Do you recall 13 MR. STEWART: Objection as to form. 14 Q. Do you recall whether such an agreement was ever
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2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	of paper so that you can make notes on? THE WITNESS: (Through translator): If he's asking me something and something comes to my mind and I just want to write it down as he's asking the question, he just want to have something to write it down so I don't forget if it's not objection. MR. BOSTWICK: It's not objectionable to me. MR. STEWART: Let me just let's just talk for a minute. MR. BOSTWICK: Go off the record. THE VIDEOGRAPHER: The time is 9:06 a.m. We're off the record. (Recess) THE VIDEOGRAPHER: The time is	1 Q. Do I understand that Uquifa also provided the 2 raw material for the omeprazole product? 3 A. Correct. 4 Q. For the production of omeprazole at Laboratorios 5 Belmac, correct? 6 A. That was it, correct. 7 Q. For Ethypharm? 8 A. Yes. 9 Q. I recall that you had indicated that the purpose 10 of the April 1998 agreement was to try the 11 1998 meeting with Ethypharm was to try to get a 12 signed global agreement. Do you recall 13 MR. STEWART: Objection as to form. 14 Q. Do you recall whether such an agreement was ever 15 signed? 16 MR. STEWART: Objection as to the
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3 (Pages 74 to 77)

Page 78

- 1 of the April 1998 meeting?
- 2 A. No.
- 3 Q. So there was no written document, correct?
- 4 A. No.
- 5 Q. Did you have further discussions with Ethypharm
- 6 representatives following that April 1998
- 7 meeting about a signed contract?
- 8 MR. STEWART: Objection. With whom?
- 9 Q. With Ethypharm representatives.
- 10 A. I would like a clarification. Are we talking
- 11 about this agreement?
- 12 Q. Yes. After your April 1998 meeting, correct,
- 13 did you have discussions in the summer or the
- 14 fall of 1998 with Ethypharm representatives to
- 15 try to sign an agreement with Ethypharm?
- 16 A. We did have meetings, but none in specific to
- 17 this agreement, to the signing of this
- 18 agreement.
- 19 Q. How about the types of drafts -- the drafts that
- 20 are attached to Exhibit 2? Did you have
- 21 discussions with Ethypharm representatives about
- 22 those drafts following the 1998 meeting?
- 23 A. I could have had some meeting because usually I
- 24 had meetings with Adolfo de Basilio.

- Page 80 meeting in April of 1998 to make sure we've
- 2 completed our discussion of that topic, okay?
- 3 A. Very good.
- 4 Q. The drafts in Exhibit 2, do you have any
- 5 specific memory of discussing those drafts with
- 6 Adolfo de Basilio?
- 7 A. Yes.
- 8 Q. What do you recall about those discussions?
- 9 A. What I remember is that when I took a look at
- 10 this contract, it did not reflect the reality.
- 11 the real situation, and for that reason -- and
- 12 for that reason, they were requiring from us
- 13 information of our product and our manufacturing
- 14 method and with our formulations, and that gave
- 15 place (sic) to the signed of the contract that
- 16 was signed in September 1998 of confidentiality
- 17 in which we gave them our know-how.
- 18 Q. Do you recall -- is that all you can recall
- 19 about the discussions regarding these specific
- 20 contracts in Exhibit 2?
- 21 A. Yes, because I told him that this contract to me
- 22 was not acceptable.
- 23 Q. Can you recall why, what provisions were not
- 24 acceptable?

Page 79

- 1 Q. As you sit here today, do you recall any of
- 2 those meetings or discussions?
- 3 A. Yes.
- 4 Q. You recall discussing these drafts in Exhibit 2
- 5 with Mr. De Basilio?
- 6 A. Not exactly with this draft, but in part of
- 7 another agreement that was also signed -- that
- 8 it was signed in 1998.
- 9 Q. Okay. What agreement are you talking about?
- 10 A. In the one that we transmitted to them in the
- 11 month of September, and they signed the
- 12 correspondent confidentiality agreement. They
- 13 compromised themselves to save —
- 14 THE WITNESS: To keep.
- 15 A. -- to keep the confidentiality about our
- 16 manufacturing methods and analytical methods
- 17 with its correspondent validations, and the
- 17 With its correspondent variouslons, and
- 18 phrase that defined that agreement of
- confidentiality is the same phrase that it was in the contract that they send to us in
- 21 September of 1997.
- 22 Q. In September of 1997 or '98?
- 23 A. 1997.
- 24 Q. Okay. As to -- I just want to refer to the

- Page 81

 1 A. In specific, everything that referred to the
- 2 know-how.
- 3 Q. Can you point me to what you're talking about?
- 4 A. I have to read it.
- 5 Q. Okay.
- 6 A. As an example, Number 12. Yes, Number 12 on
- 7 Page 5
- 8 Q. What's wrong with that -- what did you find
- 9 objectionable about that portion of the
- 10 document?
- 11 A. The definition of the know-how by Ethypharm
- 12 communicated to Laboratorios Belmac. The same
- 13 as this letter at the front of the second page
- 14 that came with -- in which a certification is
- 15 pretended of the recognition of the know-how.
- 16 Q. Hadn't Belmac signed many, many documents with
- 17 those same provisions before this?
- 18 A. In terms of specific contracts with Ethypharm?
- 19 Q. Yes.
- 20 A. As far as I'm aware, no. At least during my
- 21 tenure as general director, no.
- 22 Q. Are you aware of -- are you aware that there
- 23 were a number of signed confidentiality

4 agreements from Laboratorios Belmac that clearly

4 (Pages 78 to 81)

	Page 82	Ī
1	stated that the know-how was were clearly the	ı
2	property of Ethypharm?	l
3	MR. STEWART: Objection. The topics	I
4	that Mr. Bostwick is now getting into are the	۱
5	substance of what is properly the subject of	l
6	Phase 2 discovery. I realize in terms of the	l
7	issues of agency, we can't always divorce the	
8	substance of the topics from the issue of	l
9	agency. However, I think at this point we are	l
10	now getting into examination pertaining to the	l
11	details of that subject. And so I think it's	l
12	we are at the point now where we're going beyond	l
13	the scope of Phase 1 discovery.	l
14	MR. BOSTWICK: I'm going to ask a few	١
15	more questions in the area, simply because it's	
16	not me who raised it. It was Mr. Herrera.	l
17	MR. STEWART: It doesn't matter	l
18	whether Mr. Herrera raised it. What matters is	
19	if you're going to pursue it.	
20	MR. BOSTWICK: I'm going to pursue it	ŀ
21	if I can find tell you what. Let's go off	1
22	the record for just a moment.	ŀ
23	THE VIDEOGRAPHER: The time is	1

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 1
      Mr. Bostwick invited that discussion.
 2
      Mr. Herrera responded as to the areas that he
 3
     considered to be objectionable. Mr. Bostwick
 4
      then responded to ask Mr. Herrera questions
 5
      pertaining to that particular issue.
 6
           MR. BOSTWICK: This is a classic
     speaking objection. The record stands for
 7
 8
     itself. We don't need --
 9
           MR. STEWART: It is a speaking
10
     objection. You did not pose a question to
11
     Mr. Herrera.
12
           MR. BOSTWICK: Not yet.
13
           MR. STEWART: You made a speech. Now
14
     I'm making a speech. I'm putting on the record
15
     that your speech is not accurate.
16
           MR. BOSTWICK: The record speaks for
17
     itself.
18
           MR. STEWART: Yes, but the record, as
19
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one judge used to say, is not wired for sound at

this particular time. So I'm going on record

that the foundation for this question that you

misappropriation of trade secrets and whose

technology is whose. You are the one who

acidulously made sure that we not inquire into

provided is wrong, that you are getting into the substance of the -- the substance of the alleged

Page 83 1 (Recess) 2 MR. BOSTWICK: Let's mark this as 3. 3 And what's the Bates stamp number? 4 MR. STEWART: Belmac 006200. 5 (Exhibits Numbers 3 - 5 were marked for 6 identification.) 7 THE VIDEOGRAPHER: The time is 9:32 a.m. We're back on the record. 9 Q. Mr. Herrera, because you've raised the issue of whether -- of signing confidentiality agreements 10 11 relating to know-how and because you have 12 discussed your problems with Article 12, the 13 confidentiality provision, in Exhibit 2, I want 14 to make sure we have a clear record on this point. 15 16 MR. STEWART: Objection. In the first 17 place, this issue was put in -- was put on the table by Mr. Bostwick's questions with respect 18 19 to the agreement attached to Exhibit 2. Then he 20 called on Mr. Herrera to go through the 21 agreement and find places where Mr. Herrera 22 objected, that this was not the reality of the 23 situation as he understood it at the time that

Mr. De Basilio was asking to sign the agreement.

9:27 a.m. We're going off the record.

24

24

the nature of that technology. I'm not going to permit you to get into the details of this subject with this witness. MR. BOSTWICK: Why don't you listen to my question, see if you have an objection to it. MR. STEWART: I already had an objection to the speech. Now, I'll listen to the question. 11 Q. Mr. Herrera, you testified, I believe, that you did not know of agreements that were signed which indicated that know-how was Ethypharm's property, and I'm specifically talking about the know-how related to omeprazole. And here's my question. I'm putting in front of you three exhibits, Exhibit 3, 4, and 5. And don't those documents clearly say that Laboratorios Belmac is manufacturing omeprazole with the patents and technology of Ethypharm? MR. STEWART: Objection to the characterization of Mr. Herrera's testimony. Objection to the length of the question, which assumes facts not in evidence. Objection to the

5 (Pages 82 to 85)

Page 85

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Page 86	I age ou
[1 the pellets of omeprazole are manufactured with
2 Q. You can answer.	2 the technology of Ethypharm, correct?
3 A. Thank you. The first document, which is Exhibit	3 A. Yes, not with the know-how.
4 Number 3, is not my signature. I had not	4 Q. This document is signed by you while you're
5 started at the company yet. And as I can see,	5 general manager, correct?
6 it has been signed by the prior general	6 A. Correct.
7 director, and it talks about patent and	7 Q. Now, I'm going to respect our agreement and our
8 technology of Ethypharm.	8 clarification before, and I'm not going to ask
9 Q. Exhibit 4.	9 you questions about the distinctions between the
10 A. The second document, Exhibit 4, is signed by the	10 technology and know-how and patents at this
11 prior general director, and it doesn't talk	11 juncture. That will come at a later time. But
12 about patents.	12 I just want to make it clear on this record
13 Q. It just talks about the technology of Ethypharm,	13 today that you and many other individuals at
14 correct?	14 Laboratorios Belmac did sign agreements
15 A. Correct.	15 indicating that the pellets of omeprazole were
16 Q. And that the microgranulars technology relating	16 manufactured with the technology of Ethypharm,
17 to omeprazole is Ethypharm's technology,	17 correct?
18 correct?	18 MR. STEWART: Objection.
19 MR. STEWART: Objection. And we have	19 A. What it says here is that they were manufactured
20 not been given counsel at least on this side	20 with Ethypharm's technology, but it doesn't make
21 of the table have not been given English	21 any relation to the know-how, which is something
22 translations of the document. So Mr. Bostwick	22 completely different.
23 may have an English translation. He's not	23 Q. Well, if you want to keep answering the question
24 provided me with one, and our agreement with	24 that way, I'll continue and go down that path.
	and may, in continue and go down that path.
Page 87	Page 89
1 respect to the conduct of these depositions	1 MR. STEWART: Objection, objection.
2 require that for documents not in native	2 That's a speech. That's not a question.
3 language that we be provided with English	3 MR. BOSTWICK: Here comes
4 translations.	4 Q. But if you want your lawyer to instruct you to
5 MR. BOSTWICK: That's fair. Let me	5 answer my specific question, then I'll close off
6 just have the translator translate Article 2.	6 my area of questioning. And my question is that
7 Can you translate Article 2 for me, please, for	7 you are aware as Belmac's general manager that
8 Mr. Stewart?	8 there are dozens of agreements signed by
9 THE TRANSLATOR: "By the indication of	9 Laboratorios Belmac over the years that indicate
10 PharmAlliance, the microgranules will be	10 that the technology that is used to manufacture
11 manufactured by Belmac Laboratories, applying	omeprazole is Ethypharm's property, correct?
12 the Ethypharm S.A. technology."	MR. STEWART: Objection. The question
13 Q. Is that a correct statement?	13 now expands to a multiplicity of documents that
14 A. Yes.	14 this witness may or may not have seen. You are
15 Q. And that document was signed by the acting	15 doing precisely what you promised that you would
16 general director in 1997, correct?	16 not do, namely, you are asking an argumentative
17 A. Yes.	17 question with respect to with respect to
18 Q. How about Exhibit 5? And that's in English. Do	18 documents and with respect to an area, namely,
19 you need the translator to read you Article 1 in	19 the alleged misappropriation of trade secrets
20 Spanish?	20 that are reserved to Phase 2 of discovery. This
21 A. No.	21 witness has answered your question with respect
22 Q. You understand it in English?	22 to the document you put before him. He agreed
23 A. Yes.	23 with you that this was signed and it was with
240 And this indicates clearly does it not that	24

6 (Pages 86 to 89)

respect to the technology. You didn't like the

24 Q. And this indicates clearly, does it not, that

24

related to agency?

money that was made in omeprazole. How is not

Page	rage 92
1 answer, and now you want to get a different	1 MR. STEWART: How is this
2 answer; and I'm going to instruct this witness	2 argumentative question relating to whether
3 not to answer that question on the grounds that	3 relating to whether this witness has facts
4 you have that you are exceeding the bounds of	
5 Phase 1 discovery. And you are free to do	5 acting as an agent for Bentley?
6 whatever you want with respect to this issue.	6 MR. BOSTWICK: What's the grounds for
7 Q. All right. Let me ask a question, and it's a	7 your objection?
8 yes-or-no question. In your position as general	8 MR. STEWART: The grounds for the
9 manager of Laboratorios Belmac, you are	9 objection is it exceeds the scope of discovery
10 responsible for knowing about the agreements	10 on Phase 1.
that Laboratorios Belmac signs; aren't you?	11 MR. BOSTWICK: All right. Why don't
12 MR. STEWART: Time?	12 you read back the question, please? And you can
13 Q. At all times.	13 either instruct him not to answer or you can
14 A. Correct.	14 preserve that objection, but I, quite frankly,
15 Q. And you were aware while you were general	15 don't understand it.
16 manager of Belmac that Laboratorios Belmac had	^ * * * /
17 signed numerous documents like Exhibit 3,	17 MR. STEWART: I preserve my objection.
18 Exhibit 4, and Exhibit 5, right?	18 You may answer the question.
19 MR. STEWART: Objection.	19 A. No. Belmac Laboratories was making money.
20 A. Documents signed by the numerous general	20 Ethypharm Laboratories were making money.
21 directors with other companies, not with	21 Q. Bentley was making no money out of the Ethypharm
22 Ethypharm, for marketing relations.	22 relationship with Belmac? Is that your
23 Q. Okay. Were you aware that documents, such as	
24 Exhibits 3, 4, and 5, stating that the	24 A. Once again, I would like to emphasize the
Page 9	· · · · · · · · · · · · · · · · · · ·
1 omeprazole pellets were manufactured with the	1 relationships between Ethypharm and Laboratorios
2 technology of Ethypharm were signed on dozens of	2 Belmac is based on Spanish companies, not with
3 occasions by Laboratorios Belmac employees while	, ·
4 you were general manager?	4 Q. Did Bentley make money off of the arrangement
5 MR. STEWART: Objection.	5 between Ethypharm and Laboratorios Belmac?
6 A. Yes, due to marketing issues at a specific	6 MR. STEWART: At what time?
7 moment or times, trying to help Ethypharm.	7 Q. While you were general manager.
8 Q. Well, you were making Laboratorios Belmac wa	
9 making a lot of money as well, correct, under	9 Pharmaceuticals.
10 this arrangement?	10 Q. So the answer is yes?
11 A. They were making money, just as Ethypharm's	11 A. The answer is that if we are 100 percent
12 labs.	12 subsidiary of Bentley, then the finance will be
13 Q. Laboratorios Belmac was making money, Bentley	13 consolidated under the parent company.
14 was making money, and Ethypharm was making	14 Q. Okay. Turning back to Exhibit 3, is Leciva
15 money, correct?	15 strike that. Prior to the termination of the
16 MR. STEWART: Objection. I instruct	16 relationship with Ethypharm in 2001 in 2002,
17 the witness not to answer. This is	17 was Leciva a customer and client of Ethypharm's?
18 argumentative, and you've now been at this now	18 A. Yes.
19 for the last half an hour with respect to a	19 Q. In Exhibit 4, prior to the termination of the
20 topic that has nothing to do with agency. 21 MR. BOSTWICK: I've just included	20 relationship with Ethypharm in 2002, was 21 PharmAlliance a client and customer of
,	1
22 Bentley in my question. We're talking about	22 Ethypharm?

7 (Pages 90 to 93)

23 A. It was a client of Ethypharm.

24 Q. For omeprazole?

Page 94	Page 96
1 A. Yes.	1 Q. You had mentioned that there were three
2 Q. And Exhibit 5 I'm sorry. We've already asked	2 meetings, I believe, where Mr. Murphy was
3 about Exhibit 5. Pardon me. Can you tell me	3 present with Ethypharm representatives.
4 anything else about Exhibit 2 the draft	4 A. Yes.
5 agreement in Exhibit 2 that was objectionable to	5 Q. And we've talked about one in or around April
6 you around the time of April to September of	6 1998.
7 1998?	7 A. Yes, that's correct.
8 A. I was not in agreement with the same issues	8 Q. Can you tell me about the second meeting?
9 always, the topic of the know-how.	9 A. Yes.
10 Q. Did you have discussions about the draft in	10 Q. Please do.
11 Exhibit 2 with Mr. Murphy?	11 A. If I remember correctly, it was with the change
12 MR. STEWART: Which draft?	12 of general directors of Ethypharm France
13 Q. Either of the drafts in Exhibit 2.	13 general manager.
14 A. By phone, we probably spoke with my own general	14 Q. Do you remember who the new general manager was?
15 director at the time, Clemente Gonzalez Azpetia.	15 A. Pierre Germain.
16 Q. Did you speak I didn't understand that	16 Q. That's Pierre Germain?
17 answer. Did you and Mr. Gonzalez speak with	17 THE WITNESS: Pierre Germain.
18 Mr. Murphy about the draft contracts in	18 Q. And for the record, is that GERMAIN?
19 Exhibit 2?	19 A. Yes.
20 A. And Mr. Berenguer, yes, by phone.	20 Q. Do you recall the date of that meeting?
21 Q. You spoke with Mr. Murphy?	21 A. It was around the time that the contracts were
22 A. As Belmac's president.	22 signed for omeprazole for the manufacturing
23 Q. So you spoke with Mr. Murphy about the	23 of omeprazole, the submitted letters of
24 contracts the draft contracts in Exhibit 2	24 omeprazole, and the signing of contracts of
Page 95	Page 97 1 aspirin, Vincamine, Indometicin, and there was
1 along with Clemente Gonzalez and Mr. Berenguer, 2 correct?	2 one more, but I don't remember the other one. I
	3 don't remember any more.
3 A. Yes, that's how I remember it.	4 Q. Who was present at this meeting?
4 Q. Did you do that on one occasion or more than one 5 occasion?	5 A. It wasn't exactly a meeting. It was a dinner
6 A. On one occasion.	6 THE TRANSLATOR: I'm sorry.
	7 A a meal at the restaurant that is next to
7 Q. Tell me what you recall about that telephone	8 Ethypharm.
8 conversation.	9 Q. And who attended this meal?
9 A. That we were like just like always, that this 10 contract was not acceptable.	10 A. From Belmac Laboratories, Jim Murphy and myself,
10 contract was not acceptable.11 Q. Do you recall the specifics of those	11 and from Ethypharm Labs, Pierre Germain, Adolfo
l	12 de Basilio. I'm not sure if Yves Liorzou was
12 conversations at all? 13 A. That's just what I remember honestly.	13 present, and I don't remember if there was
14 Q. So you don't remember anything else, correct?	14 anyone else.
15 A. Correct.	15 Q. Do you recall if Gerard Leduc was present at
16 Q. Do you recall whether Mr. Murphy provided any	16 that meeting?
17 suggestions or comments about this draft?	17 A. No, he wasn't.
18 A. No.	18 Q. Did you all sit at one table for this meal?
19 Q. Is your answer that you don't recall or that he	19 A. Yes, as I remember, yes.
20 didn't?	20 Q. Do you ever recall going to Ethypharm and going
21 A. What I remember is that he made no comment.	21 out to a meal at a restaurant and sitting at
22 Q. Did Mr. Murphy ever provide comments or advice	22 different tables?
23 on drafts of contracts from Ethypharm?	23 A. What meeting are we talking about?
24 A. That I assess have a	24.0 Any mosting

8 (Pages 94 to 97)

24 Q. Any meeting.

24 A. That I remember, no.

Page 98

- 1 A. There was one. I think it was the third
- meeting, which we went to Paris, and that was 2
- 3 towards the end of the year 2000. And Jim,
- myself were meeting with Pierre Germain, and
- later on, we went to eat. And it could be that
- at that one Gerard Deluc was present. 6
- 7 Q. Leduc.
- 8 THE TRANSLATOR: Leduc.
- 9 A. That's what I remember.
- 10 Q. So let's go back to the second meeting or the
- 11 second meal, the one in France with Jim Murphy,
- 12 Pierre Germain, Adolfo de Basilio, and Yves
- 13 Liorzou. Do you recall what was discussed at
- 14 that meal?
- 15 A. It was like making contact, you know, with all
- of us because Mr. Germain had just begun as
- 17 general manager of Ethypharm France.
- 18 Q. Do you recall any specifics of that discussion?
- 19 A. When someone new comes into a company, what has
- 20 been tried to do is to introduce this new person
- 21 that just started at the company. We talk about
- 22 our relationships and that our relationships
- 23 were formalized because we had signed some
- 24 contracts approximately about ten, fifteen days

- 1 taken?
- 2 A. That I remember, no. We just talked about
- incrementing the collaboration of both
- 4 companies.
- 5 Q. And the companies you're talking about are?
- 6 A. Belmac and Ethypharm.
- 7 Q. How about the last meeting that you recall
- toward the end of 2000? Please tell me about
- that meeting.
- 10 A. I remember that Jim Murphy and I arrived, and we
- 11 went to see Pierre Germain. And Pierre
- 12 commented that he couldn't get clearly to
- 13 understand the intentions of his bosses, and his
- 14 bosses were Gerard Deluc --
- 15 Q. Leduc.
- 16 A. -- Leduc and Patrice DeBregeas.
- 17 Q. DeBregeas. Continue.
- 18 A. We were commenting that the relationship among
- 19 both companies from the business standpoint,
- 20 they were satisfactory, but in reality, the
- 21 Ethypharm business, it was directed by us, not
- 22 by Ethypharm Spain, by which I was thinking and
- 23 analyzing to have an agreement with Belmac 24 Laboratories to offer to them their clients from
- Page 99
- prior to his arrival which had formalized the 1
- 2 relationship between the two companies.
- 3 Q. Did you talk about those contracts at that
- 4 meeting?
- 5 A. Not in specific about the contracts, about the
- content of the contract. We talk about that our
- 7 relationship had been formalized and that we had
- 8 this contract signed and that we had to continue
- our collaborations so we will become stronger
- together. It was a meal with good intentions 11 and good relations.
- 12 Q. Do you remember anything else about what was
- said at that meeting?
- 14 A. You know, some logistics, you know, of supplying
- 15 or productions, you know, but nothing in
- 16 specific.

10

- 17 Q. Is that all you can recall about that meal?
- 18 A. That's what I can remember.
- 19 Q. How about the third -- strike that. Was there
- 20 anything that was going to happen after that
- 21 second -- after that meeting or that meal that
- 22 you were just talking about?
- 23 MR. STEWART: Objection, vague.
- 24 Q. Was there any action plan, any action to be

- Page 101
- 1 the marketing standpoint and arrive to a
- financial agreement and close Ethypharm Spain.
- 3 Q. Okay. Let me make sure that I understand. You
- and Jim Murphy came to the offices of Ethypharm
- 5 in France, correct?
- 6 A. Correct.
- 7 Q. And you told Mr. Germain of an idea that
- Laboratorios Belmac could take over the
- operations of Ethypharm Spain; is that correct?
- 10 Isn't that correct?
- 11 A. No, that's not correct.
- 12 Q. Can you explain it to me again?
- 13 A. Yes, of course. Pierre Germain explained to Jim
- 14 Murphy and I that he doesn't understand clearly
- 15 why Ethypharm Spain is opened, that he was
- 16 thinking of close the company in Spain, just
- 17 eliminate all the overhead and arrive to a
- 18 marketing agreement to transfer his clients to
- 19
- 20 THE TRANSLATOR: Excuse me, not
- 21 marketing agreement, commercial agreement.
- 22 Q. A commercial agreement to transfer the clients
- 23 to Laboratorios Belmac?
- 24 A. Exactly.

9 (Pages 98 to 101)

- 1 Q. And was that an agreement where -- strike that.
- Was that an idea that included Laboratorios
- 3 Belmac paying something to Ethypharm for the
- 4 transfer of the clients to Belmac?
- 5 A. Not exactly a pay, but it was more of like a
- 6 payment. For example, you know, I transfer
- 7 these clients to you and when you sell stuff,
- 8 then I get like a commission.
- 9 Q. So, in other words, if you sold the omeprazole
- 10 product, Ethypharm would get a commission from
- 11 Laboratorios Belmac?
- 12 THE TRANSLATOR: What was the product?
- 13 I'm sorry.
- 14 MR. BOSTWICK: Omeprazole.
- 15 A. Yes.
- 16 Q. Did I understand you to say that he didn't
- 17 understand -- Mr. Germain didn't understand
- 18 Mr. DeBregeas' and Mr. Leduc's position on this
- 19 issue?
- 20 A. I didn't say that. What I said was that
- 21 Mr. Germain commented to us that his
- 22 relationship or his ability to understand his
- 23 bosses, it was complicated. It was as a general
- 24 comment within a conversation, not specifically

Page 10

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- 1 could have been that I was having a meal with
- 2 Adolfo de Basilio and that Jim was sitting with
- 3 Germain and Leduc because that's what I
- 4 remember. I just remember having a meal with de
- 5 Basilio.
- 6 Q. Do you recall being upset about not being
- 7 invited to sit with the bosses?
- 8 A. No. It was a very small restaurant with very
- 9 small tables. When I have gone to Ethypharm
- 10 France, we have always gone to the same place,
- 11 which is right at the corner, and the tables are
- 12 tiny, tiny, tiny. I imagine that you have been
- 13 in France and are aware, familiar with how the
- 14 restaurants are set up.
- 15 Q. Do you recall any discussions that you had at
- 16 the restaurant with Mr. De Basilio?
- 17 A. You know, talking about nonimportant stuff, you
- 18 know.
- 19 Q. Was one of the words --
- 20 A. Trivial means not important, about the family,
- 21 you know, those types of things that are not
- 22 important.
- 23 Q. To some people, they are.
- MR. STEWART: Not with respect to

Page 103

- l related to this topic.
- 2 Q. How did you and Mr. Murphy respond to the idea
- 3 that Mr. Germain set forth to you?
- 4 A. That we could get to an agreement in respect to
- 5 those issues.
- 6 Q. Okay. Do you recall anything else that you
- 7 spoke about with Mr. Germain before going to
- 8 lunch or for your meal?
- 9 A. No, because I was, you know, walking around
- 10 Ethypharm. I don't remember clearly if Adolfo
- 11 de Basilio was also there, but I know other
- 12 people in Ethypharm. So I was just saying hi to
- 13 some people.
- 14 Q. You ultimately went out to a meal, correct?
- 15 A. Yes.
- 16 Q. Who went to the meal?
- 17 A. In addition to myself and Mr. Murphy, Germain,
- 18 of course, came along. I'm not sure if Leduc
- 19 came and de Basilio came, and maybe other people
- 20 did come.
- 21 Q. Do you remember whether one group sat at one
- 22 table and another group of people sat at another
- 23 table?
- 24 A. It could have been that I was sitting -- it

1 business.

- 2 Q. Do you recall -- did Mr. Murphy ever tell you
- 3 what subjects were discussed at his table?
- 4 A. We left together. He commented to me that they
- 5 had spoken about drug delivery technology, which
- 6 is technology of Bentley Pharmaceuticals.
- 7 Q. Drug delivery technologies?
- 8 THE TRANSLATOR: Drug delivery
- 9 technologies.
- 10 Q. Is that correct?
- 11 A. This is correct, yes.
- 12 Q. Do you recall that Mr. Murphy told you they
- 13 discussed issues relating to Laboratorios Belmac
- 14 at the table with the bosses?
- 15 A. No, I don't remember.
- 16 MR. STEWART: Is this a good time to
- 17 take a break?
- 18 MR. BOSTWICK: Yes, that is a good
- 19 break. Thank you for the suggestion.
- 20 THE VIDEOGRAPHER: The time is
- 21 10:27 a.m. on July 21st, 2006. This is the end
- 22 of Tape Number 1, Volume 2 of the videotaped
- 23 deposition of Mr. Adolfo Herrera.

24 (Recess)

10 (Pages 102 to 105)

MR. BOSTWICK: Outside the preparation

18 for this deposition, exactly, if any.

19 A. Never.

20 Q. So even as a vice president of Bentley, you've

21 never seen minutes of Bentley's board minutes --

22 meetings?

23 A. That's correct, I have never seen that.

24 Q. Well, I will represent to you that these have

been produced to us as minutes of Bentley board 1

2 meetings. And the date on the first page is

3 July 29th, 1998. What I'll ask you to do is

4 turn to Page 2619. And before asking you

5 questions about this specific document, let me

6 ask you -- let me refresh your memory that we

7 discussed your receipt of stock options

8 yesterday. Do you recall that discussion?

9 A. Yes.

10 Q. Do you know whether other people at Laboratorios

11 Belmac have received stock options from Bentley?

12 A. Yes.

13 Q. How many employees of Laboratorios Belmac have

14 received Bentley stock options that you know of?

15 A. It depends on the policies of the general

16 manager of Belmac at the time.

17 Q. In other words, it depends on -- it has depended

18 on your policies since 1999?

19 A. What it means, that there's in existence an

20 assignment by the parent company in which it's

21 defined that there is 40 or 50 or 60 stock

22 options that the general manager of Laboratorios

23 Belmac could assign to his or her employees.

24 The process, which is the way I do, you know,

Page 109 the stock options to the employees, and I

communicate it to the vice president of Bentley

he has to submit to his board of directors of

just as the assigned stock options, just as the

directors as is required by the president of

this to me. I distribute the options of the --

Bentley Pharmaceuticals what will be my payroll

package, which will be assigned by the board of

Laboratorios Belmac. So Jim Murphy communicates

3 Pharmaceuticals.

4 O. Michael Price?

5 A. Exactly.

18

19

20

21

22

23

24

1

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6 Q. How many Laboratorios Belmac employees generally

receive options -- stock options each years?

8 MR. STEWART: Objection as to whether

we're talking past, present.

10 Q. While you have been general manager.

11 A. Approximately about ten to twelve people.

12 Q. Are these generally the top people in

13 Laboratorios Belmac?

14 A. Top positions or mid-positions.

15 Q. And if I could have you look at the list on

Page 2619 and 2620, I count 17 people who

17 received stock options in 1998. Is that

18 correct?

19 MR. STEWART: Are you asking him to

20 count?

22

21 A. I'm counting 15.

MR. BOSTWICK: Yes.

23 Q. Do you see the two on the side as well?

24 A. No, no, I didn't. I'm sorry. I only saw, like,

11 (Pages 106 to 109)

Page 110	1 ugc 112
1 directly going down.	1 more.
2 Q. So this is the way this document was produced to 3 us.	2 Q. Let's let me turn your attention to 1999. Do
4 A. Yes, there are 17.	3 you recall during 1999 that Mr. Gonzalez Azpetia
1	4 gave some interviews with local press regarding
5 Q. Can you look at that list and tell me whether 6 there are other people that you know of that	5 omeprazole and microgranulation? Do you recall
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	6 that?
1	7 A. The Diarios Medico, which is a specialized
8 I'm talking about Laboratorios Belmac employees. 9 A. Well, no. You know, in the year 1998, I did not	8 newspaper, usually call companies just trying to
10 develop this list. Also, you know, I didn't put	9 obtain some article of each company to be
this list together.	published at their pages. The Diarios Medico called him, and he offered an interview
12 Q. So starting in 1999, you did put the list	and the state of t
13 together?	12 Q. Do you recall that Ethypharm was upset about 13 those interviews?
14 A. I suppose that I did.	
15 Q. From 1999 to, say, 2004, can you tell me the	14 A. I remember once that Ethypharm, it was upset
16 people that have been on the list you have sent	because of an advertisement newspaperadvertisement.
17 to Mr. Price?	17 Q. Let me show you a document.
18 A. From memory?	18 (Fax to Ms. Joannesse from
19 Q. Yes. You can also look at this list of 17	19 Mr. Rodriguez, dated April 8, 1999 was
20 people and tell me whether they're the same or	20 marked Exhibit Number 7 for
21 different.	21 identification.)
22 A. There's many people of that list	22 Q. This is a document that is in English, and I
23 THE TRANSLATOR: Sorry.	23 would just like you to look at the third page,
24 A. There's many people off this list that no longer	24 9114. And I'll ask you, have you ever seen that
Page 111	Page 113
1 receive because they're no longer at the	1 letter before?
2 company. For example, we can talk about Ester	2 A. Yes.
3 Sanchez, Paloma Rodriguez Irizabel.	3 Q. When?
4 Q. Can you spell that last name, please?	4 A. I suppose it was a long time ago.
5 A. IRIZABEL. Juan Carlos Asencio, Antonio	5 Q. What do you recognize this letter to be?
6 Cabodevilla, Jose Maria Clua, C L U A, Carlos	6 A. As I can see, it is a complaint.
7 Moran, Ignacio Morano, Carmen Galisteo,	7 Q. Do you recall around this period of April 1999
8 Concepcion Hernandez. I don't know how many so	8 Mr. DeBregeas writing to Mr. Murphy at Bentley
9 far, but maybe like one more.	9 Pharmaceuticals about his problems with Spanish
10 Q. Is Concha Sanchez on that list?	10 newspaper articles that related to pelletization
11 A. Yes. Yes.	11 of omeprazole?
12 Q. Just so I understand, the people you have just	12 A. Yes. And what's the question, please?
13 named are Laboratorios Belmac employees,	MR. BOSTWICK: Could we repeat?
14 correct?	14 (Reporter read back the last question.)
15 A. Correct.	15 A. I remember having seen this letter, but I don't
16 Q. And those people have also been given Bentley	16 remember anything else in specific regarding
17 stock options while you were general manager of	17 this topic.
18 Belmac? 19 A. Correct.	18 Q. Do you recall who gave you a copy of that
20 Q. Are there any more that you can recall?	19 letter?
21 A. Rosa Mar Hernandez. And someone else could be.	20 A. I imagine that my general manager did show it to 21 me.
22.0. There were because of the solution of the second of	21 me.

12 (Pages 110 to 113)

22 Q. Clemente Gonzalez?

23 A. I suppose that he was.

24 Q. Do you recall having a conversation with

22 Q. There may be some more, in other words?

23 A. Maybe two, three, four more people. I'm not

24 sure. There's eleven here, so it could be a few

- 1 Mr. Gonzalez about this letter?
- 2 A. Very briefly, I remember, you know, that he
- 3 showed me this letter, but, you know, nothing
- 4 else
- 5 Q. Do you remember discussing the issues raised in
- 6 this letter with Mr. Murphy?
- 7 A. I honestly don't remember.
- 8 Q. Let me show you another exhibit.
- 9 (Letter to Mr. DeBregeas from
- 10 Mr. Murphy, dated April 9, 1999 was
- 11 marked Exhibit Number 8 for
- 12 identification.)
- 13 Q. Have you ever seen that letter before?
- 14 A. Yes.
- 15 Q. In what context?
- 16 A. In the context that my general manager must have
- 17 shown me this response.
- 18 Q. In April 1999, your general manager or -- the
- 19 general manager of Laboratorios Belmac was still
- 20 Mr. Gonzalez Azpetia; is that correct?
- 21 A. Yes.
- 22 Q. So you had not yet become general manager in
- 23 April, correct?
- 24 A. No, not yet.

- Page 116
 1 Q. Why did you prefer not to answer Mr. Gonzalez
- 2 about what you thought about this letter?
- 3 A. Well, you know, I just said -- he said, "What do
- 4 you think?" I said, "It is a letter. It is a
- 5 polite letter, and it doesn't have any meaning
- 6 to me."
- 7 Q. Did Mr. Murphy ever talk to you about this
- 8 letter?
- 9 A. That I remember, no.
- 10 Q. Did Mr. Gonzalez express his view of this
- 11 letter?
- 12 A. No. The only comment that Mr. Gonzalez said
- 13 was, like, "Here we go again, the same as always
- 14 with the same issues with Ethypharm."
- 15 Q. What did you understand that Mr. Gonzalez meant
- 16 by that?
- 17 A. That we're always with the same stories about,
- 18 you know, the know-how, technology.
- 19 Q. Can you explain that comment more to me?
- 20 A. It had to do with the issue that the
- 21 relationship in between both companies were not
- 22 clarified and that we were always, you know,
- 23 going over the same stories.
- 24 Q. What stories were those?

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- 1 Q. Do you recall the conversation you had with
- 2 Mr. Gonzalez Azpetia about Exhibit 8?
- 3 A. What I remember is that Mr. Gonzalez Azpetia did
- 4 show me this letter and that we talked about it
- 5 that, you know, it had been responded directly
- 6 from Mr. Jim Murphy.
- 7 Q. What did you discuss about the fact that it had
- 8 been responded to by Mr. Murphy?
- 9 A. There was no conversation or discussion in terms
- 10 of the letter the response to the letter. It
- 11 was just the issue or the comment that
- 12 Mr. Murphy did respond to the letter to
- 13 Ethypharm.
- 14 Q. Did you speak with Mr. Gonzalez about whether
- 15 Mr. Gonzalez thought this was an appropriate
- 16 response?
- 17 A. What I do remember about this letter is that
- 18 when it was shown to me and I talked about it
- 19 with Mr. Gonzalez and he said to me, "What do
- 20 you think about this," I just said, "I prefer
- 21 not to comment." And it was a polite letter.
- 22 Q. Why did you prefer not to answer?
- 23 THE TRANSLATOR: Do you want to ask
- 24 the question again or do you --

Page 117

- 1 A. The same that we have defined prior.
- 2 Q. I'm sorry. What have we defined?
- 3 A. You know, we were always, like, 1997, they send
- 4 us a contract. We don't sign the contract
- 5 because it's not possible to sign this contract.
- 6 The relationship among both companies prior to
- 7 this were never too clear, so there was no clear
- 8 understanding or agreement between the two
- 9 companies. And because of some news articles
- 10 that came across through an interview, Patrice
- 11 DeBregeas sent a letter to Mr. Murphy that we
- 12 were always -- you know, the same issue as
- 13 always.
- 14 Q. Let me show you another document.
- 15 (Letter from Mr. Herrera, dated June 11,
- 16 1999 was marked Exhibit Number 9 for
- 17 identification.)
- 18 Q. Do you recognize this document?
- 19 A. Yes. It's signed by me.
- 20 Q. And it's signed by you as the general manager,
- 21 correct?
- 22 A. Correct.
- 23 Q. Of Laboratorios Belmac?
- 24 A. That's true.

13 (Pages 114 to 117)

Page 118	
1 Q. So as of June 11th, 1999, you have been	1 and 11. And I'd ask you to tell me if you
2 appointed general manager of Laboratorios	2 recognize them.
3 Belmac, correct?	3 A. Perfectly.
4 A. Correct.	4 Q. Can you tell me what these documents are?
5 Q. And this letter is written in English?	5 A. One is a manufacturing contract between
6 A. Correct.	6 Laboratorios Belmac and Ethypharm. The other
7 Q. Did you write all of this letter yourself?	7 one is a letter a compromising letter a
8 A. No.	8 compromise purchasing letter between
9 Q. Who did?	9 Laboratorios Belmac and Laboratories Ethypharm
10 A. I wrote it in Spanish, and then a person in the	10 that clarified the relationship between the two
11 company translated the letter for me.	11 companies at the moment.
12 Q. Who did that? Do you know?	12 Q. Which one of those documents is the
13 A. Paloma Rodriguez Irizabel. She is bilingual.	13 manufacturing contract?
14 She studied at the British school.	14 A. Exhibit Number 10.
15 Q. Did you discuss this letter with Mr. Murphy	15 Q. And did you sign both of these documents?
16 before sending it?	16 A. Yes.
17 A. No.	17 Q. And who signed the documents for Ethypharm?
18 Q. Let me take you back for a moment to your	18 A. Adolfo de Basilio, general manager of Ethypharm.
19 meeting with Pierre Germain and Mr. Murphy. Do	19 Q. Were they both signed at the same time?
20 you recall that?	20 A. And in conjunction or at the same time of the
MR. BOSTWICK: Not DeBregeas.	21 other contracts of aspirin, Vincamine, and
THE TRANSLATOR: Excuse me.	22 Indometicin, and there's one more, but I don't
23 MR. STEWART: Objection.	23 remember.
24 Q. With Mr. Murphy, Mr. Germain, and yourself.	24 Q. What can you tell me about the negotiations that
Page 119	Page 121
Page 119 1 MR. STEWART: Objection. Which	Page 121 1 led to signing these agreements?
	1 led to signing these agreements?
1 MR. STEWART: Objection. Which	
1 MR. STEWART: Objection. Which 2 meeting? There were at least two that I	1 led to signing these agreements? 2 A. On a good day, Adolfo de Basilio gave me a call,
MR. STEWART: Objection. Which meeting? There were at least two that I remember.	1 led to signing these agreements? 2 A. On a good day, Adolfo de Basilio gave me a call, 3 telling me that we had to formalize our
1 MR. STEWART: Objection. Which 2 meeting? There were at least two that I 3 remember. 4 Q. The meeting that I'm referring to is the meeting	1 led to signing these agreements? 2 A. On a good day, Adolfo de Basilio gave me a call, 3 telling me that we had to formalize our 4 relationship between both companies in reference
MR. STEWART: Objection. Which meeting? There were at least two that I meeting? There were at least two that I meeting? There were at least two that I meeting that I'm referring to is the meeting where there was a discussion about the possible	 led to signing these agreements? A. On a good day, Adolfo de Basilio gave me a call, telling me that we had to formalize our relationship between both companies in reference to different products. And then we were
MR. STEWART: Objection. Which meeting? There were at least two that I remember. Q. The meeting that I'm referring to is the meeting where there was a discussion about the possible closing down of the Ethypharm Spain operations.	1 led to signing these agreements? 2 A. On a good day, Adolfo de Basilio gave me a call, 3 telling me that we had to formalize our 4 relationship between both companies in reference 5 to different products. And then we were 6 conversing by phone, and then I went to see him.
MR. STEWART: Objection. Which meeting? There were at least two that I remember. Q. The meeting that I'm referring to is the meeting where there was a discussion about the possible closing down of the Ethypharm Spain operations. Did that meeting take place in English, French	1 led to signing these agreements? 2 A. On a good day, Adolfo de Basilio gave me a call, 3 telling me that we had to formalize our 4 relationship between both companies in reference 5 to different products. And then we were 6 conversing by phone, and then I went to see him. 7 I remember that he showed me a contract in
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14 (Pages 118 to 121)

- 1 Q. Did you say to Mr. Adolfo de Basilio that the
- 2 omeprazole had to be different or was
- 3 Mr. Basilio saying that to you?
- 4 A. I told him that it had to be different, and he
- 5 understood.
- 6 Q. Perhaps you can help me understand. Why did
- 7 they have to be different?
- 8 A. Because as compared to the other products, they
- 9 were products that we did not have any
- 10 relationship in the market, commercial
- 11 relationship in the market, and those products
- 12 were certain process of manufacturing for other
- 13 companies exclusively of Ethypharm. It was a
- 14 contract -- a concept of contract, and the
- 15 omeprazole, it was different. And for that
- 16 reason, we agreed that it had to be different
- 17 contracts. I'm not sure if I did answer your
- 18 question.
- 19 Q. I think so. Did you speak with anybody other
- 20 than Mr. De Basilio from Ethypharm about
- 21 Exhibits 10 and 11 during this negotiation
- 22 process?
- 23 A. This was a relationship -- direct relationship
- 24 between Adolfo de Basilio and myself, and when I

- 1 and he wanted to have -- organize the
- 2 relationship between the two companies.
- 3 Q. Did you speak with Mr. Germain about Exhibits 10

- 4 and 11 at this time?
- 5 A. No.
- 6 Q. Did you speak with anybody else at Ethypharm
- 7 that you can recall about Exhibits 10 or 11?
- 8 A. No.
- 9 Q. And I'm only talking about while these are being
- 10 negotiated.
- 11 A. No. For me, it was direct relationships between
- 12 two general managers of two Spanish companies,
- 13 and the contracts were signed according to the
- 14 law and courts.
- 15 Q. Do you recall anyone else from Laboratorios
- 16 Belmac participating in the negotiations
- 17 relating to Exhibit 10 and Exhibit 11?
- 18 A. Directly, it was just by myself, but I was also
- 19 working -- in my office was working Fernando
- 20 Berenguer.
- 21 Q. Was Clemente Gonzalez a part of the discussions
- 22 with Ethypharm?
- 23 A. No.
- 24 Q. Did he provide information or advice to you

Page 123

- 1 used to visit Ethypharm, there was also Eloi
- 2 Gonzalez and Ignacio Alvarez.
- 3 Q. Did you discuss -- strike that. Did
- 4 Mr. Gonzalez and Mr. Alvarez participate in the
- 5 negotiations relating to Exhibits 10 and 11?
- 6 A. I wanted to be specific in mentioning that the
- 7 signature of these contracts were made in record
- 8 time. I don't remember the specifics of why.
- 9 And what I remember was that the contracts were
- 10 sent to me. I conversed or discussed with
- 11 Mr. De Basilio. I did go to his company at some
- 12 time to discuss these contracts, and a lawyer
- 13 then could have been present. I don't know -- I
- 14 don't remember. What I do remember is that I
- 15 was very focussed with Adolfo de Basilio in
- 16 terms of this contract because he was in a rush
- 17 to have them signed.
- 18 Q. Was -- do you recall a reason why he was in a
- 19 rush to have them signed?
- 20 A. I can make my own personal judgment, but I don't
- 21 know for sure.
- 22 Q. What is your personal judgment?
- 23 A. My personal judgment is that there had arrived a
- 24 new general manager, which was Pierre Germain,

- Page 125
- 2 Ethypharm?
- 3 A. No.
- 4 Q. How about Mr. Murphy? Did you have discussions
- with Mr. Murphy about Exhibits 10 and 11 during

about these contracts outside the presence of

- 6 this time period of March 2000?
- 7 A. No.
- 8 Q. Did you ever have discussions with Mr. Murphy
- 9 about -- well, strike that. Did you ever speak
- with Mr. Murphy about Exhibits 10 or 11?
- 11 MR. STEWART: I assuming that you mean
- 12 exclusive of conversations with counsel, at
- 13 which conversations where counsel was present.
- 14 A. On what period of time? In which period of
- 15 time?
- 16 Q. Any time.
- 17 A. These documents were negotiated and signed
- 18 directly from me with Mr. Adolfo de Basilio.
- 19 After they were signed, during my usual
- 20 conversation with my president, the president of
- 21 Belmac, I explained to him that I have signed a
- 22 manufacturing contract and a supply contract.
- 23 Q. Do you recall --
- 24 A. And I insist that it was on record time.

15 (Pages 122 to 125)

Page 126 1 Q. Do you recall the date of the discussion with 2 Mr. Murphy that you're referring to? 3 A. No. 4 Q. Do you remember how long after these documents 5 were signed that you had that conversation? 6 A. I just remember it was afterwards. You know, 7 we're talking about six years ago. I just 8 remember it was afterwards. 9 Q. Do you have a recollection of whether it was 10 within a week or within a month or within six 11 months? What is your best estimate? 12 A. A short period of probably, like, two or three	Page 128 1 manufacture currently because in others where it 2 said that Belmac will manufacture. Those are 3 the corrections that I remembered. 4 Q. And that's on Exhibit 10, correct? 5 A. Yes. 6 Q. And you were talking about Paragraphs G C 7 A. D as in David, E as in Edward, G as in George. 8 Q. D, E, and G, correct? 9 A. D, E, G, correct. 10 Q. Do you recall anything about Exhibit 11 along 11 those same lines, in other words, things that 12 were changed?
weeks. It was a short period. It was something that surprised me a lot. After such a long time of being talking about it and negotiated, that we were able to sign this in such a short period of time.	 13 A. The same thing. The compromise letter for two 14 years. That was it. 15 Q. I'm going to show you another document. 16 (Fax to Mr. Herrera from Mr. De Basilio, 17 dated December 5, 2000 was marked
 18 Q. What do you recall whether Mr. Murphy said 19 anything to you in your discussion with him? 20 A. I don't remember. I don't remember. 21 Q. Is there anything else that stands out in your 22 mind about the signing of these documents, 11 	18 Exhibit Number 12 for identification.) 19 Q. Do you recognize this document? 20 A. Yes. 21 Q. What do you recommend what do you recall 22 about this document?
23 10 and 11? 24 A. Yeah, there's things that come to mind. Page 127	23 A. You know, the only thing that I can remember is 24 that it had been sent to me because I see it Page 129
 1 Q. Can you tell me what's coming to mind? 2 A. What comes to mind is that in this document, I 3 introduced modifications, and the ones that come 4 to mind is that I introduce Article E, that this 5 contract would not limit the manufacturing of 	 here, but I did not remember this document. Q. Do you remember why Mr. Mateo Gasca was dismissed from Laboratorios Belmac? A. More or less. Q. Who is Mateo Gasca?
6 the product from Belmac for its own and its 7 clients. I also introduced an agreement that I 8 don't remember why, but it came with a time 9 limit of a year and it changed it to two years. 10 THE TRANSLATOR: So he's talking	6 A. A person that was working in microgranules. 7 Q. For Laboratorios Belmac? 8 A. Yes, that's how it was. 9 Q. For many years? 10 A. Yes.
11 about 12 Q. Are you talking about G? 13 THE TRANSLATOR: G, that he remembered 14 that it was introduced as a one-year limit, and 15 it was changed, as you see in G, that the	11 Q. What do you recall about why Mr. Gasca was fired 12 from Laboratorios Belmac? 13 A. I remember that he had been assigned other 14 responsibilities independent of the 15 manufacturing of microgranules, and he was
16 present agreement will have a duration of two 17 years. 18 Q. Am I correct that you proposed that the 19 agreement last for a period of one year? 20 A. Of two. On the draft, it came as a one-year, 21 and I introduced the two years because I 22 couldn't understand why an agreement of one	16 working in specific areas of development that 17 had nothing to do with omeprazole. And there 18 was a development committee, did not complete 19 their functions, and he was a difficult person 20 from the perspective of personal relationships. 21 And for that reason, he was dismissed. I also 22 want to make the point that his brother was
22 couldn't understand why an agreement of one	want to make the point that his brother was

16 (Pages 126 to 129)

working also in the company, and he continues

working in the company with no problems.

23

24

23

24

year. One-year agreement is like nothing. And

in Article G, I also introduced that Belmac

Page 130	Page 132
1 O. Who fired Mr. Gasca?	1 or already had left his company, but had to be
2 A. It was during my tenure as general manager.	2 among these two people, both of them.
3 Q. So is it your testimony that you fired him?	3 Q. So it was either one or both of those two
4 A. I as general manager, I'm responsible for all	4 gentlemen that recommended
5 the terminations that took place within the	5 A. I think it was both of them because there's a
6 company, in all the areas of the company. I'm	6 director of industrial relationships and there's
7 the only one that has the authority to sign	7 a director industrial operations and there's
8 terminations.	8 a director of manufacturing.
9 Q. Does Mr. Murphy have authority to sign	9 Q. And can you tell me as closely as you can why
10 terminations?	10 those gentlemen recommended that Mr. Gasca be
11 A. He is the president of Belmac Laboratories, but	11 fired?
12 as far as I'm aware and specifically during my	12 A. What I remember was commented to me was that he
13 tenured time and I imagine that even before	wasn't completing his functions, responsible for
14 my time, but I can only speak for during my	14 his functions, responsibilities, and he was a
15 time. I am responsible for the day-to-day	15 difficult person, you know, from the social
16 operations and I have the authority to take care	16 relationship with his co-workers.
of the day-to-day operations. And I have the	17 Independently, that he was better or worse at
18 delegated power to utilize all the power that	18 his job. People that generate conflicts within
has been assigned to me by the power that	19 a company cannot be kept. That's what I
· · ·	20 remember.
20 have been delegated to me by the board of 21 directors of Laboratorios Belmac.	21 MR. STEWART: Can we take a break, a
22 Q. I'll come back to that. I want to follow up in	22 short break now?
23 that area, but let's stick with Mr. Gasca's	23 MR. BOSTWICK: Sure. Would you I
24 termination for a moment. Okay? Was it your	24 could go for another five or ten minutes, we
24 termination for a moment. Okay: Was it you	27 could go for another five or ten minutes, we
Page 131	Page 133
Page 131 1 idea alone to fire Mr. Gasca or was it did	Page 133 1 could break for lunch, if you'd like. I'm very
1	1 could break for lunch, if you'd like. I'm very 2 close to a stopping point. Is that better or
1 idea alone to fire Mr. Gasca or was it did	1 could break for lunch, if you'd like. I'm very
1 idea alone to fire Mr. Gasca or was it did 2 somebody come to you and say, "I think he should 3 be fired"? 4 A. Let me see. I'm the general manager of Belmac	1 could break for lunch, if you'd like. I'm very 2 close to a stopping point. Is that better or 3 not? 4 Let's go off the record.
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17 (Pages 130 to 133)

Page 134 MR. BOSTWICK: And did he answer yes?	1 ago 130
THE TRANSLATOR: Yes.	1 more time during my negotiations with him.
3 Q. I want to be clear. Jim Murphy is your boss at	2 Q. So, in other words, you did tell that to Adolfo 3 de Basilio on certain occasions?
4 Laboratorios Belmac, correct?	The second of th
5 A. Is my president.	4 A. With the objective of gaining time in my
	5 negotiations with Ethypharm Laboratories.
6 Q. And that also means he is your boss?	6 Q. So, in other words, when you told Mr. De Basilio
7 A. Yes, we can consider it that way.	7 that you needed to speak with Mr. Murphy, that
8 Q. He also holds Jim Murphy also holds the title	8 just wasn't true?
9 of consejero delegado unico, correct?	9 A. I will be informing to Mr. Murphy of the things
10 A. I think so.	10 that I would be doing along the way in terms of
11 Q. And consejero delegado unico means that	11 the normal relationships.
12 Mr. Murphy is the sole person holding all the	12 Q. You were using Mr. Murphy as a negotiation
13 powers at Laboratorios Belmac to delegate as he	13 tactic with Mr. De Basilio; is that correct?
14 decides, correct?	14 A. At some point, we could say that I used
15 A. Under the board of directors representation.	15 Mr. Murphy's name just to gain time in my
16 Q. Now, Jim Murphy is also the CEO and chairman of	16 negotiations.
17 the board for Bentley, correct?	17 Q. Let me show you a document.
18 A. Correct.	18 (Fax to Mr. Alvarez from Mr. Herrera,
19 Q. And that is his main job; isn't it?	19 dated October 31, 2000 was marked
20 A. Yes, we can interpret that way within Bentley	20 Exhibit Number 13 for identification.)
21 Pharmaceuticals.	21 MR. STEWART: Do we have a translation
22 Q. And you did speak with Mr. Murphy, your boss,	22 of this or are we going to ask our
23 about important matters that have taken place at	23 MR. BOSTWICK: No, I'm going to have
24 Laboratorios Belmac since you became general	24 to ask. The second page is all in English, and
Page 135	Page 137
1 manager in 1999, correct?	1 I will ask the translator to translate just the
2 A. Yes.	2 line on the message.
3 Q. And if Mr. Murphy doesn't like how you're making	3 Q. First, let me ask you to take a quick look at
4 decisions, he can fire you, correct?	4 that document, Mr. Herrera.
5 A. He's the president of Belmac.	5 A. Yes, of course.
6 Q. So the answer is yes?	6 Q. And while you're doing that, I'm going to have
7 A. Yes.	7 the translator translate into English the little
8 Q. Did you ever have to get authorization from	8 message on the first page.
9 Mr. Murphy before providing information to	9 THE TRANSLATOR: "Dear Ignacio, as you
10 Ethypharm?	10 have solicitated, enclosed I'm sending to you a
11 A. When I decided not to continue the manufacturing	11 copy of our company's chart."
12 contracts and supply contracts that were	12 Q. Did you have to get approval from Bentley or
13 current, because it was an important topic for	13 Mr. Murphy before sending this chart to
the company, I communicated to Mr. Murphy my	14 Ethypharm?
15 decision and I consulted with him.	15 A. No.
16 Q. Were there other occasions where you acquired	16 Q. Did you tell Adolfo de Basilio that you needed
17 Mr. Murphy's authorization before providing	17 to get authorization from Mr. Murphy in order to
1	, -
18 information to Ethypharm? 19 A. That I remember of? No.	18 get in order to give a copy of this chart?
	19 A. It could have been that I had made the comment
20 Q. In fact, didn't you tell Adolfo de Basilio on a 21 number of occasions, "I'll have to get back to	20 to him that I needed the permission of the
g	21 president of Belmac Laboratories.
	22 Q. In fact, isn't it true that you told Mr. Adolfo
23 with Mr. Murphy"?	23 de Basilio that you had to get authorization

18 (Pages 134 to 137)

from Bentley in the U.S.A. to give this chart?

24

24 A. In some occasion with the objective of gaining

revenue is "ingresos."

24 Q. So about half of that \$26 million relates to the

19 (Pages 138 to 141)

23 O. And it attaches a lengthy draft of an agreement

between Ethypharm and Laboratorios Belmac,

14

correct? Is that correct?

2 A. Correct.

ŧ

- 3 Q. What do you recall about any conversation you
- 4 had with Mr. Murphy about this letter and draft?
- 5 A. I remember a conversation on which when we were
- 6 commenting, we didn't understand the reason why
- Commenting, we than t understand the reason wi
- 7 Mr. Murphy received this letter because at that
- 8 time we had regulated the organization that we
- 9 had of the relationship with Ethypharm, that
- 10 Laboratorios Belmac had regulated the
- 11 organization with Laboratories Ethypharm with
- 12 the contracts that had been signed on March 20,
- 13 23rd, 24th of the year 2000.
- 14 Q. Do you mean regularized, not regulated?
- 15 A. The relationship between Laboratorios Belmac and
- 16 Ethypharm were clarified and were organized with
- 17 the contracts that were signed on March of 2000.
- 18 Q. Did you and Mr. Murphy have a conversation about
- 19 whether to respond to Mr. Leduc?
- 20 A. The conversation that we had was that personally
- 21 this contract made no sense to me.
- 22 Q. Did you and Mr. Murphy consider relaying that
- 23 information to anybody in Ethypharm?
- 24 A. That conversation that we had was specifically

- Page 142 Page 144

 1 that they had in 1997, sending a letter, saying
 - 2 that they were going to remove all the -- that
 - 3 they will take all the machinery and they will
 - 4 stop the manufacture at our plant, that we had
 - 5 signed a confidentiality agreement of our
 - 6 know-how in the year 1998, and the one that we
 - 7 had submitted to Ethypharm and they had
 - 8 recognized it, and they have signed that
 - 9 agreement. The issue that we have our own
 - 10 formulations and that we were submitting our own
 - 11 patents and the loss of trust as a result from:
 - 12 for example, when they were signing that
 - contract, they only wanted to sign it for one year.

15 All of that -- I concluded from all of

- that as the person responsible to maintain the
- 17 best interests of our company, all of that took
- 18 me to make the decision that the best thing was
- 19 not to continue the contract. At that moment,
- 20 that was what I was thinking, and I had to
- 21 finish, you know, thinking about it thoroughly
- 22 before I made my final decision regarding to
- 23 those terms.
- 24 Q. When did the conversation -- strike that. These

Page 143

- 1 related to this document, only to the document.
- 2 No -- there was no discussion about relating
- 3 this information to anyone else.
- 4 O. Is it true that you and Mr. Murphy had already
- 5 decided as of June 2001 to terminate the
- 6 manufacturing agreements with Ethypharm?
- 7 A. I had had -- I had already had a conversation
- 8 with my president -- I don't know whether it was
- 9 before this or after this; I honestly don't
- 10 remember -- that my decision most likely would
- 11 have been of not continuing the contracts that
- we had signed on March 2000.
- 13 Q. Now, you say your decision. Did Mr. Murphy
- 14 agree with this?
- 15 A. I explained to Mr. Murphy the reasons why I
- 16 believed that the contracts should not have
- 17 been -- should not be continuing, but I still
- 18 had to think more about it, process more about
- 19 it.
- 20 Q. What were the reasons?
- 21 A. The reasons were because at the market at that
- 22 moment it was believed that Ethypharm France had
- 23 problems and they were terminating people. The
- 24 same thing was happening in Spain. The behavior

- Page 145 are all things that you talked about with
- 2 Mr. Murphy?
- 3 A. That's why I consulted with him, and I said to
- 4 him this was a very important topic and that I
- 5 would consult with him the issue.
- 6 Q. Do you recall when you had this specific
- 7 conversation with Mr. Murphy?
- 8 A. The exact dates, you know, it's kind of hard,
- 9 but I think that, you know, the month of May,
- 10 April, you know, I did make a comment to him.
- 11 Q. Let me refer you to Exhibit 1. It's at the very
- 13 Number 20, Paragraph 20. When it says, "In
- 14 November 2001, Belmac determined that it would

bottom. And let me refer you to Page 7 and

- 15 not renew its manufacturing agreement with
- 16 Ethypharm," what you're saying is you discussed
- 17 this with Mr. Murphy long before that?
- 18 MR. STEWART: Objection.
- 19 A. What I'm trying to say is that I had thought of
- 20 this possibility with a lot of prior time, but
- 21 as I said before, I had to really analyze
- 22 thoroughly that decision.
- 23 Q. How did you --
- 24 A. And that decision became final at that date.

20 (Pages 142 to 145)

12

21 Q. It's a commitment of resources?

23 Q. You have to do studies, correct?

22 A. Yes.

24 A. Correct.

Page 146	1480 110
1 Q. In November of 2001?	1 Q. And these are expensive?
2 A. Yes, that's when it was communicated.	2 A. Correct.
3 Q. To analyze this important situation, what steps	3 Q. And it takes time?
4 did you take?	4 A. Correct.
5 A. To speak with my president of Laboratorios	5 Q. And you have to spend time on research and
6 Belmac by phone and to explain to him what I	6 development?
7 already stated.	7 A. Yes.
8 Q. That's Mr. Murphy, correct?	8 Q. And one has to make sure that you're not
9 A. Correct.	9 infringing on the patents of other companies,
10 Q. And you spoke to him on the phone in the United	10 correct?
11 States?	11 A. Correct.
12 A. I was in Spain.	12 Q. And in the case of omeprazole, you had to make
13 Q. Ahh. Where was Mr. Murphy?	13 sure that you weren't infringing on
14 A. In the United States.	14 AstraZeneca's patent, correct?
15 Q. At his offices at Bentley Pharmaceuticals, Inc.?	15 THE TRANSLATOR: Infringing on what
16 A. I suppose he was.	16 patent?
17 Q. And what else did you do to analyze this	17 MR. BOSTWICK: AstraZeneca's patent.
18 important situation?	18 Q. Is that correct?
19 A. You know, I believe I had explained all the	19 A. Any patent.
20 topics with clarity just a while ago, and the	20 THE WITNESS: In force.
21 other thing was that because of Ethypharm	21 Q. Any patent in force?
22 behavior, I had no trust in them.	22 A. Correct.
23 Q. Between April of 2001 and November of 2001, did	23 Q. Such as AstraZeneca or Ethypharm, correct?
24 you perform any studies or analyze profit or do	24 A. Correct.
Page 147 1 anything else to analyze this situation?	Page 149 1 Q. When did that work start?
1 anything else to analyze this situation? 2 A. I was conscious that because of all the reasons	2 A. I cannot remember with an exact time.
3 that I already stated, it was convenient not to	3 Q. How much did it cost? 4 A. I don't know exactly.
4 continue this relationship.	I
5 Q. And for that reason, did you move ahead with	5 Q. You discussed this with Mr. Murphy, though,
6 plans with your omeprazole and lansoprazole	6 correct?
7 patents?	7 A. What I informed him was that we were developing 8 our own formulations.
8 A. For a long period of time, we had been working	
9 with our formulation and our patents, and to	9 Q. Did Mr. Murphy agree with spending money and
10 submit a patent or obtain a patent is not	10 time and effort in that way?
something that happens from one day to another.	11 A. Those were my decisions.
12 Q. I show you a document.	12 Q. Did Mr. Murphy agree with those decisions or
13 (Fax to Mr. Murphy from Mr. Herrera,	13 disagree?
dated June 15, 2002 was marked Exhibit	14 A. Mr. Murphy has always made the comment and has
15 Number 15 for identification.)	15 told me, "The business, you run the business; I
16 Q. Mr. Herrera, before I discuss that document, is	16 run the daily operations."
17 it true that in addition to taking time to file	17 Q. Did Mr. Murphy agree with your decisions to
18 patents, it costs money to do the work necessary	18 spend money and time and effort in this way?
19 to file the patents?	
20 A. Yes.	19 A. He didn't say the opposite to me. 20 Q. Can you look at this exhibit now, Exhibit I

21 (Pages 146 to 149)

believe it's 15? And this is a fax from you to

THE WITNESS: Uh-huh.

Mr. Murphy at Bentley Pharmaceuticals; is that

22

23

24

correct?

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- 2 A. Yes, that's how it's stated, stated as
- 3 organization.

1 Q. Yes?

- 4 Q. And as part of your development plan, you are
- 5 planning to submit and register lansoprazole,
- 6 omeprazole tablets, omeprazole acuoso, and
- 7 that's at June 15th, 2001, correct?
- 8 A. Correct.
- 9 Q. And is one of the reasons you're discussing this
- with Mr. Murphy so that you will be prepared in
- 11 case you terminate the contract with Ethypharm?
- 12 A. No.
- 13 Q. What is the reason that you're registering
- 14 lansoprazole, omeprazole tablets, and omeprazole
- 15 acuoso in June 15th, 2001?
- 16 A. This is my plan that I specifically have
- 17 designed, and I'm communicating it to my
- 18 president at Laboratorios Belmac, what is the
- 19 product plan that could be interesting in the
- 20 American market.
- 21 Q. So that's a plan that involves Bentley as well
- 22 as Laboratorios Belmac, correct?
- 23 A. No.
- 24 Q. Well, you say -- you write, "In our development

- 1 termination to Ethypharm, correct?
 - 2 A. Yes, correct.
- 3 Q. And this notice indicates your intention to
- 4 terminate the relationship with Ethypharm in
- 5 four months, correct?
 - MR. STEWART: Objection.
- 7 A. It's not correct.
- 8 Q. What is correct?
- 9 A. On the letter, it was indicated the intentions
- of not continuing at the expiration date of the
- 11 contract, and it is offered to Ethypharm the
- 12 negotiation of new contracts so Ethypharm would
- 13 not have any type of problems and could continue
- 14 their relationships with their clients.
- 15 Q. And PharmAlliance was one of those clients,
- 16 correct?
- 17 A. PharmAlliance got in touch with us, but
- 18 PharmAlliance was one of their clients, that's
- 19 correct.
- 20 Q. I show you a document.
- 21 (Confidentiality Agreement was marked
- 22 Exhibit Number 16 for identification.)
- 23 Q. Do you recognize this document?
- 24 A. It's signed by me.

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- 1 plan." When you say "our development plan,"
- 2 doesn't that mean your plan with Mr. Murphy?
- 3 A. No, under no concept.
- 4 Q. This is about registration in the United States,
- 5 correct?
- 6 A. Correct.
- 7 Q. And that does not involve Bentley
- 8 Pharmaceuticals, Inc.?
- 9 A. What I'm communicating is that these products
- 10 could be very interesting in the American market
- 11 from my point of view, and I'm communicating it
- 12 to my president of Laboratorios Belmac.
- 13 Q. Isn't that a more interesting idea for the14 chairman of the board of Bentley Pharmaceuticals
- 15 in the United States?
- 16 MR. STEWART: Objection;
- 17 argumentative, calls for speculation on the part
- 18 of this witness.
- 19 A. I'm communicating this to my president of
- 20 Laboratorios Belmac since we are 100 percent
- 21 subsidiary of Bentley Pharmaceuticals, and I'm
- 22 communicating it to him with the specific point
- of the presence of it on the American market.
- 24 Q. In November of 2001, you send a notice of

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- 1 Q. Is it true, Mr. Herrera, that on the very same
- 2 day that you sent notice of Laboratorios
- 3 Belmac's intention to end the Ethypharm
- 4 relationship, you signed an agreement with one
- 5 of Ethypharm's clients relating to omeprazole
- 6 pellets?
- 7 A. And confidentiality agreement.
- 8 Q. And at this point in time, you were still under
- 9 contract with Ethypharm, correct?
- 10 A. Correct.
- 11 Q. And you would be under contract for another four
- 12 months, correct?
- 13 A. Correct.
- 14 Q. Do you think that that was appropriate?
- 15 A. You know, the clients come to you and they ask
- 16 for information as a consequence of problems
- 17 that they are experiencing.
- 18 Q. Is it a coincidence that you signed this
- 19 confidentiality agreement on the same day that
- 20 you sent the termination letter?
- 21 A. That's the way I interpret it to be.
- MR. STEWART: Will you be at a
- 23 stopping point in the next ten minutes or so?
- 24 MR. BOSTWICK: Not yet.

22 (Pages 150 to 153)